

## Message Text

UNCLASSIFIED

PAGE 01 KUWAIT 04174 231033Z  
ACTION NEA-10

INFO OCT-01 EUR-12 ISO-00 SOE-02 AID-05 CEA-01 CIAE-00  
DODE-00 EB-08 DOE-15 H-02 INR-10 INT-05 L-03  
NSAE-00 NSC-05 OMB-01 PM-05 ICA-20 OES-09 SP-02  
SS-15 STR-07 TRSE-00 ACDA-12 FMC-02 DOTE-00 /152 W  
-----033472 231103Z /11

R 230947Z JUL 78  
FM AMEMBASSY KUWAIT  
TO SECSTATE WASHDC 1464  
USDOC WASHDC  
INFO AMEMBASSY ABU DHABI  
AMEMBASSY ATHENS  
AMEMBASSY BRUSSELS  
AMEMBASSY DOHA  
AMEMBASSY JIDDA  
AMEMBASSY LONDON  
AMEMBASSY MANAMA  
AMEMBASSY TEHRAN

UNCLAS KUWAIT 4174

DEPT. PASS NEA/ARP ATHENS FOR RTDO

E.O. 11652: N/A  
TAGS: EWWT, ENRG, KU  
SUBJECT: KUWAIT NATIONAL PETROLEUM COMPANY (KNPC) STUDYING  
PURCHASE OF EIGHT PRODUCT TANKERS.

REF: 77 KUWAIT 2388

1. RELIABLE SENIOR KNPC SOURCE TELLS US KUWAIT OIL TANKERS  
COMPANY (KOTC) HAS BEEN SELECTED AS MANAGEMENT CONSULTANT ON  
PURCHASE OF EIGHT PRODUCT TANKERS (REFTEL). THIS ACTION  
FORECLOSES MANAGEMENT/CONSULTANCY OPPORTUNITY MENTIONED  
REFTEL.

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 KUWAIT 04174 231033Z

2. KOTC IS REPORTEDLY NEGOTIATING ON BEHALF OF KNPC WITH  
VARIOUS SHIPYARDS AROUND THE WORLD WHERE PRODUCT TANKERS ARE  
UNDER CONSTRUCTION TO TAKE OVER CONTRACTS FROM ORIGINAL  
ORDERERS. KOTC/KNPC PLAN TO OBTAIN BARGAIN PRICES ON NEW  
SHIPS WERE ORIGINAL ORDERERS WANT OUT OF EXISTING CONTRACTS.

3. COMMENT: THESE NEGOTIATIONS ARE LONG RUNNING. GIVEN

RECENT KUWAITI MISFORTUNE IN PURCHASING LPG TANKERS AT TOO  
HIGH A PRICE, VERY FAVORABLE PRICES WILL BE CRUCIAL BEFORE  
THERE IS A FINAL DECISION TO BUY PRODUCT TANKERS, EVEN THOUGH  
KNPC WANTS TO EXTEND "DOWNSTREAM" AS SEES MOVING INTO PRODUCT  
TANKERS AS DESIRABLE MEANS OF ACHIEVING THIS GOAL.  
SUTHERLAND

UNCLASSIFIED

NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** PETROLEUM, PETROLEUM PRODUCTS, NATIONALS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 23 jul 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 jan 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978KUWAIT04174  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D780302-0693  
**Format:** TEL  
**From:** KUWAIT  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1978/newtext/t19780729/aaaaayok.tel  
**Line Count:** 68  
**Litigation Code IDs:**  
**Litigation Codes:**  
**Litigation History:**  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Message ID:** 6946f96d-c288-dd11-92da-001cc4696bcc  
**Office:** ACTION NEA  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** 77 KUWAIT 2388  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 29 mar 2005  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** N/A  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 1913148  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** KUWAIT NATIONAL PETROLEUM COMPANY (KNPC) STUDYING PURCHASE OF EIGHT PRODUCT TANKERS.  
**TAGS:** EWWT, ENRG, KU  
**To:** STATE COM  
**Type:** TE  
**vdkgvwkey:** odb://SAS/SAS.dbo.SAS\_Docs/6946f96d-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014